

Value of Prime Vendor Distributor's Velocity Codes-- DSCP Data Sync Pilot

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DAPAs

Limited Number of Items
Stocked at Supporting PV
Distribution Centers

220,000 Med Surg DAPAs

**10,000-20,000 Stocked at Supporting PV
Warehouse**

With 5,000-12,000 on DAPA

**(No Customer/DAPA Manufacturer Visibility
today)**

Definition of Velocity Codes

- A Top 5% Item (Sales or Number of Orders)—
usually
 represents 70% of total sales
- B Top 6-25% Item
- C Lowest 75% of Sales or Number of Orders
- D Not Stocked/ No Usage

Piloting of Velocity Codes

- Owens and Minor Savage Warehouse—biggest OM support warehouse for DoD. Let DAPA manufacturers know “Velocity A and B” items not on DAPA
- Cardinal—can we get stockage level and on hand quantities? Yes—San Antonio and Grand Prairie
- Owens and Minor and Cardinal—Integrate with DMLSS retail to identify items available from local PV distribution center currently ordered from other SOSs

Ethicon Opportunity

Items With High \$ PV Sales Without a
Current DAPA

DAPA Common Mfg Name	Mfg Part#	Owens & Minor SKU Number	Description	OM Class Code (\$ rank)
ETHICON	ATW45	22990ATW45	STAPLER,ANGLED ARTICULATING	A
ETHICON	VDC10	22990VDC10	TRAY FLEX ENDOPATH CHOLE VHA	A
ETHICON	511S	229900511S	TROCAR TRISTAR 10/11MM 100MM LENGTH	B
ETHICON	6851E	229706851E	E-PACK SUTURE KIT GEORGE WASHINGTON	B
ETHICON	ATB45	22990ATB45	STAPLER,BOWEL	B
ETHICON	ATG45	22990ATG45	STAPLER,GASTRIC	B
ETHICON	D4985	22970D4985	SUTURE,VICRYL 4.0 UNDYED BRAIDED	B
ETHICON	D9216	22970D9216	SUTURE D SPECIAL	B
ETHICON	FP015	22990FP015	TROCAR SINGLE 15MM	B
ETHICON	LCSC5	22990LCSC5	SHEARS LAPAROSCOPIC 5MM CVD	B
ETHICON	POUCH	22990POUCH	ENDO POUCH RETRIEVER	B
ETHICON	VMW35	22990VMW35	NOVAPLUS MD SKIN STAPLERS ,WIDE	B

3M Opportunity

ns With High \$ PV Sales Without a Current D

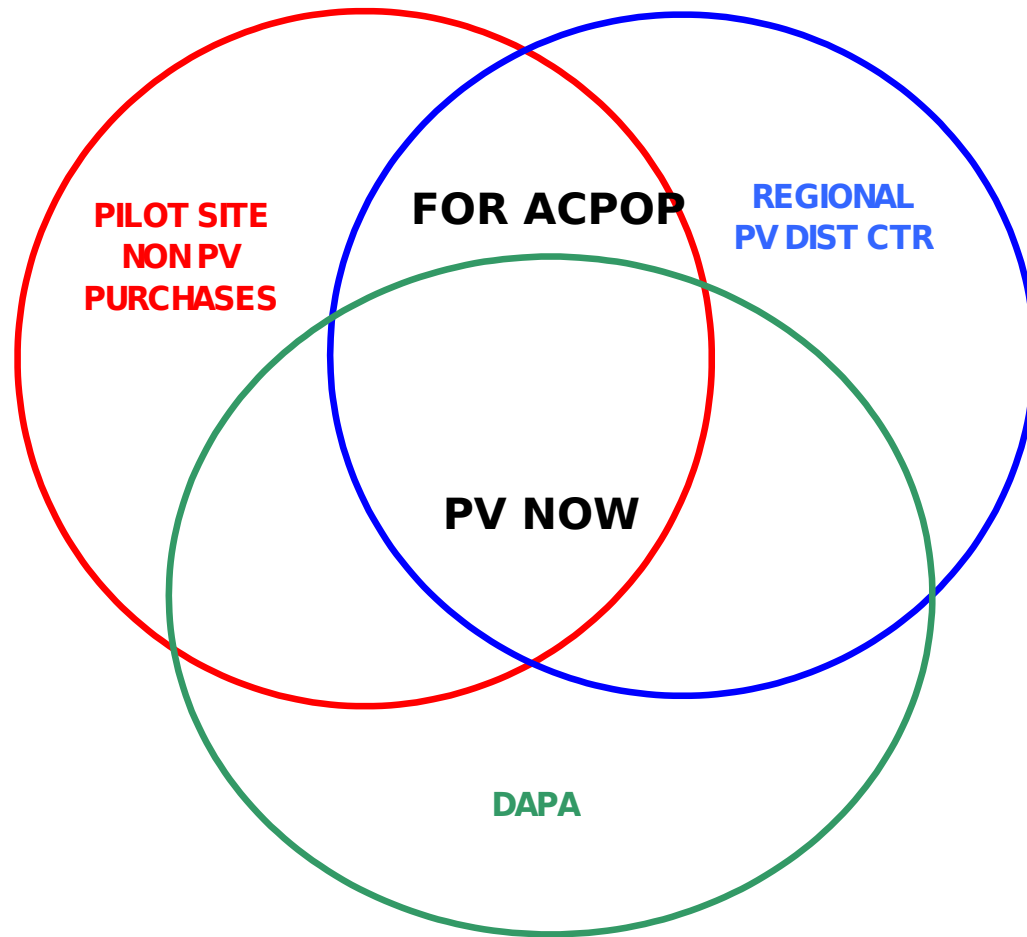
DAPA Common Mfg Name	Mfg Part#	Owens & Minor SKU Number	Description	OM Class Code (\$ rank)
3M	2256	4509002256	ELECTRODE MONITORING RED DOT 5.1CM	B
3M	6617	4509006617	IOBAN STERI-DRAPE 2	B
3M	1243E	450901243E	COMPLY STEAM CHEMICAL INTEGRATOR	B
3M	2246	4509002246	ELECTRODE MONITORING RED DOT 7.2CM	B
3M	1243B	450901243B	KIT INDICATOR STERIGAUGE	B
3M	03	450920203R03	522-02-03R03 TYVEK CVR,BL,LG,PK/3	B
3M	1534-1	4509015341	TAPE,TRANSPORE,WHITE SIZE 1"	B
3M	2482	4509002482	INDICATOR RAPID FOR STEAM	B
3M	D40306	4509D40306	CABLE	B

Cardinal Grand Prairie Informa

CAH Material Number	Plant Number	ABC Indicato r - Velocity	On Hand Inventor y	Basic UM	Safety Stock	Monthly Forecas t	Lead Time (in days)	Stockag e Level Quantity
0011-09	D041	A	43	GR	4	19	11	15
001200	D041	A	55	CS	10	19	14	23
001201	D041	A	11,898	EA	7,651	14,346	14	17,693
001203	D041	A	200	CS	76	142	14	176
001205	D041	A	22	CS	8	15	14	19
001206	D041	A	273	CS	179	336	14	414
0012-09	D041	A	135	GR	35	78	11	82
001220	D041	A	161	CS	71	132	14	163
001221	D041	A	21	CS	46	85	14	105
001225	D041	A	46	CS	22	42	14	52
001226	D041	A	21	CS	5	9	14	11
001240	D041	A	48	CS	25	46	14	57
001255	D041	A	17	CS	8	15	14	18

Visibility of PV Velocity Codes— Increasing PV Sales

ARMY DATA SYNCHRONIZATION PILOT



Next Steps PV Velocity Codes

- Work with PVs to get monthly feed of data (to include level and on hand quantities) from all PV Distribution Centers that support DoD
- Used by DSCP DAPA Managers to Encourage Manufacturers to Add PV “A/B” Items to DAPA
- Used by DMLSS Retail—Army and other Service Pilots to increase PV Sales
- Market Availability of Data
 - **Support of Readiness/Contingency Operations—especially OH Quantities—embed in DSCP DMLSS applications**
 - **Incorporate in DMLSS retail—awareness of what is stocked at supporting PVs**